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ABSTRACT

The Association on American Indian Affairs compiled a collection of sources for Native Americans pertaining to economic and community development. Sections included in the resource guide are: (1) information services and sources; (2) computer databases; (3) technical assistance organizations; (4) organizations that support economic development; (5) funding and financial organizations; (6) information and research organizations; (7) miscellaneous organizations; (8) statistical sources; (9) training organizations and services; (10) corporate investigative sources; (11) books and publications; (12) doing business with the Federal Government; (13) small business development centers; (14) small business administration services; (15) selected Bureau of Indian Affairs services; and (16) administration for Native Americans. Sixteen appendices list other sources such as supportive foundations, state agencies, and small business administration offices. Each entry provides a description, address, telephone number, and cost, where appropriate. (KS)

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ECONOMIC and COMMUNITY DEVELOPMENT RESOURCE GUIDE for NATIVE AMERICANS

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ECONOMIC AND COMMUNITY DEVELOPMENT RESOURCE GUIDE FOR NATIVE AMERICANS

Association on American Indian Affairs
95 Madison Avenue
New York, New York 10016

Introduction

The Economic and Community Development Resource Guide for Native Americans is a collection of statistical sources, database references, technical assistance and other organizations, government programs and agencies, books and publications, and miscellaneous information sources pertaining to economic and community development that AAIA has gathered in the past several years.

We caution people who use this guide to carefully investigate the organization or service of interest before entering into any working relationships. While we believe all organizations and services listed in the guide to be reputable, we recommend a thorough check of references, staff members, board members, funding sources, etc., be conducted for all entries -- especially technical assistance and training organizations.

Please feel free to contact the Association on American Indian Affairs if more information is needed on any entry or if you need help locating a book, organization, database, service, etc. We would also like to hear from organizations and services that want to be included in future editions of the guide. Also, please notify AAIA of any inaccurate information in the guide so that corrections and additions can be made in future printings.

We hope that the guide proves to be a useful source of information.

A. Dennis White
New York, N.Y.
November 1987

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The Association on American Indian Affairs is a private, not-for-profit national citizens' organization funded by its members and contributors, who are Indian and non-Indian. Our professional staff works from offices in New York City and in the field with Native American tribes and organizations nationwide. The Association conducts programs in economic and community development, legal defense, youth and child welfare, education, health, and scholarships. The programs and policies of the Association are guided by a Board of Directors, the majority of whom are Native American.

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I. INFORMATION SERVICES and SOURCES

U.S. Government publications and documents listed below are available at Federal Repository Libraries throughout the United States.

1. **Commerce Business Daily** (CBD). Daily list of U.S. Government procurement invitations, contract awards, subcontracting leads, sales of surplus property and foreign business opportunities. Published daily Monday through Friday. CBD is available on-line, contact: Softshare, 55 Depot Road, Goleta, CA 93117, 805-683-3841(collect); Data Resources Inc., 2400 Hartwell Ave., Lexington, MA 02173, 617-863-5100. For hard copy contact: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. 202-783-3288. $243 for one year subscription.

2. **Catalog of Federal Domestic Assistance**. U.S. Government publication with complete listing of all federal assistance programs. For each program includes entries on eligibility, application process, assistance considerations, financial information, program accomplishments, information contacts and examples of funded projects. Published annually with semi-annual updates. Contact: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. $45 per copy. Available also through FAPRS database. For a list of FAPRS state locations see Appendix C. For a list of economic and community development programs listed in the catalog see Appendix B.

3. **Federal Register**. U.S. Government publication. Provides public regulations and legal notices issued by Federal agencies. $340 per year. Published daily Monday through Friday. Available from U.S. Government Printing Office, Washington, D.C. 20402. 202-783-3288.

4. **Congressional Record**. U.S. Government publication. Public proceedings of each House of Congress. $208 per year. Published for each day Congress is in session. Available from U.S. Government Printing Office, Washington, D.C. 20402. 202-783-3288.

5. **Indian Peoples Advisory Center (IPAC)**. Private, non-profit organization. Reviews and distributes rules, regulations and notices pertaining to Indian issues in the Federal Register. Distributes debates, proposed laws, and position statements from the Congressional Record. Distributed free of charge to Indian Tribes and organizations. For more information contact: IPAC, P.O. Box 54, Ligonier, Pa. 15658 412-238-4644/6089(evenings)

6. **Federal Assistance Monitor**. Reports on government assistance in social and economic programs. Private publication. For more information contact: CD Publications, 100 Summit Building, 8555 16th Street, Silver Spring, MD 20910. $197 per year.

7. **Federal Funding Guide**. Information on grants from over 125 federal programs along with proposal writing strategies. Two volumes, private publication. For more information contact: Government Information Services, 1611 N. Kent Street, Suite 508, Arlington, VA 22209, 703-528-1082

8. **Encyclopedia of U.S. Government Benefits**. Guide to federal services, contracts, grants, research, leases, loans and financing. Private publication. $21.95 per copy. For more information contact: Government Data Publications, 1120 Connecticut Ave. NW, Washington, D.C. 20036.

9. **The Red Pages: Businesses Across Indian America**. Listing of 5,000 Indian-owned businesses in the United States. Organized by state and four-digit SIC code. 281 pages. Published in 1985 by LaCourse Communications, 919 Larson Building, 6 South 2nd Street, Yakima, WA 98901, 509-457-3786. $65.

10. **The American Indian Index**. Directory of Indian Country with listings of tribes/Alaska Native groups, Indian publications, arts and crafts outlets, pow-wows, urban centers, museums, education organizations, health centers, employment programs and housing programs. 320 pages. Published in 1985. For more information contact: Arrowstar Publishing, 10134 University Park Station, Denver, CO 80210.

11. **Native American Directory**. A directory of Native American organizations, events, newspapers, tribal offices and reserves in the U.S. and Canada. Also includes a guide for acquiring Native art forms through galleries, Indian stores and trading posts. 334 pages. Published in 1982 by National Native American Cooperative, P.O. Box 5000, San Carlos, AZ 85550. $25.

12. **Reference Encyclopedia of the American Indian**. An information sourcebook containing associations, organizations, and foundations; research centers; government agencies (BIA); Indian schools and urban centers; journals, magazines and newspapers; audiovisual and instructional material; government publications and resource material, who's who among Native Americans. Two volumes, 950 pages. Updated in 1987. For more information contact: Todd Publications, P.O. Box 92, New York, N.Y. 10021. 212-627-4270. $22.

II. COMPUTER DATABASES

1. **American Indian/Alaska Native Database** - Designed to assist tribal government agencies and Native American leaders in planning economic and other development for tribes and reservations. Available on computer tape from HHS Policy Information Center, Office of the Assistant Secretary for Planning and Evaluation, Dept. of Health and Human Services, 200 Independence Ave., SW, Room 415F, Humphrey Building, Washington, D.C. 20201. 202-245-7507, contact Linda Mellgren.

2. **Federal Assistance Programs Retrieval System** (FAPRS) - Computerized question and answer system designed to provide access to the Catalog of Federal Domestic Assistance. The system matches the development needs of the applicant with Federal programs for which the applicant meets eligibility criteria. Each state has a contact for FAPRS, usually in the Extension Service or the land-grant college. For a list of FAPRS locations see Appendix C.

3. **Indian Health Service Databases** - Birth/Death Database and Inpatient/Outpatient Database. Available from the Department of Health and Human Services, Health Resources and Services Administration, Rockville, MD, 20857. 301-443-1180, contact Anthony D'Angelo.

4. **BIA Databases**

a) Loan Data - From the "Loan Guarantee" section of the BIA's budget request. Consists of data such as number of loans, types of defaults, distribution, purpose of request, whether money is for agriculture or manufacturing. Data are not distinguishable by tribe or reservation. Available on magnetic tape. Contact: Chief, Division of Financial Assistance, 202-343-3657.

b) Budget Data - Data on budget allocations to BIA area offices (about two-thirds of the total budget). Available on tape. Contact: Acting Chief, Division of Financial Management, 202-343-6342.

c) Claims Data - Claims for additional compensation, mismanagement of assets, and a wide variety of other claims. Claims are identified by case number and by tribe and reservation. Available on diskette for dBASE III. Contact: Division of Tribal Government Services, 202-343-6858.

d) Tribal Leaders List - Names, phone numbers, addresses. Available on diskette for dBASE III. Contact: Division of Tribal Government Services, 202-343-6858.

e) Petitioners List - List of groups petitioning for federal recognition as tribes. Includes notations of which petitions have had findings issued, and whether the findings were for or against. Available in hard copy. Contact: Division of Tribal Government Services, 202-343-6858.

5. **Land Docket Tracking System** - Contains information about open and closed cases involving public lands. The cases include condemnation proceedings, disputes over Indian land and hazardous waste cases. Contact: Dodie Steeland, Lands Division, US Dept of Justice, 9th and Pennsylvania Ave., NW, Washington, DC 20530, 202-633-2537.

6. **Field Office Reporting and Management Public Indian Housing**, Housing and Urban Development, Government Data Files - Provides both the field and headquarters with the capability of tracking projects throughout the development life cycle of Public and Indian Housing projects. For more information contact: HUD, Office of Indian Housing, 202-755-1015.

7. **Native American Accelerated Escrow Reduction/Amortization**, Housing and Urban Development, Government Data Files - System produces accelerated amortization tables for Indian Tribal Community Development Block Grants used to reduce principal on home loans. For more information contact: HUD, Office of Indian Housing, 202-755-1015.

8. **Native American CDBG Rating**, Housing and Urban Development, Government Data Files - System produces a Native American Community Development Block Grant (CDBG) rating and is designed to facilitate the processing and ranking of Indian CDBG set-aside grant and pre-applications. For more information contact: HUD, Office of Block Grant Assistance, 202-755-6587.

9. **The National Justice Agency List**, Justice Department, Government Data Files - Master name and address file on ten separate sectors including the Federal and Indian sector. For more information contact: Department of Justice, Office of Information Technology, 202-633-4559.

10. **Baseline Survey of Public Water Supplies on Indian Lands** - Environmental Protection Agency file available from NTIS. For more information contact: National Technical Information Service, 202-487-4636.

III. TECHNICAL ASSISTANCE ORGANIZATIONS

Below is a listing of national technical assistance organizations. The services provided by each organization vary and the descriptions below may not cover all services offered by a particular organization -- contact each organization of interest for more detailed information. We recommend a careful investigation of these and all organizations and services listed in the guide to ensure that an organization can meet your particular needs.

1. **BIA Business Opportunity Centers**. Organizations contracting with the BIA to provide technical assistance to Indian-owned businesses nationwide. Centers provide assistance to projects that are beyond the feasibility stage of development.

a) **United Indian Development Association (UIDA)**. For a description of UIDA services see entry below. 9650 Flair Drive #303, El Monte, CA 91731, 818-442-3701.

b) **Fairbanks Native Association (FNA)**. 310 1st Ave. Fairbanks, AK 99701, 907-452-1648.

c) **Rensselaerville Institute**. Provides technical assistance services to Native American businesses and individuals. Sponsors workshops on entrepreneurship, reviews business plans, and makes recommendations on the management and financial structure of Indian firms. Pond Hill Road, Rensselaerville, NY 12147, 518-797-3783, Contact David Gordon.

2. **Council on Energy Resource Tribes (CERT)**. Provides on-site, technical assistance to tribes in energy resource management; conducts programs to enhance tribal planning and management capacities; sponsors workshops. In 1986 CERT formed a technical services corporation to provide training and technical assistance in geology, hydrology, and reclamation to Indian tribes, federal, state, and local governments, and private industry. For more information contact: CERT, 1580 Logan Street, Denver, Colorado 80203, 303-832-6600.

3. **United Indian Development Association (UIDA)**. Provides management services and technical assistance, training, marketing and financial services to American Indian businesses, tribal enterprises, private corporations and government agencies. Operates offices in western U.S. states with large Indian populations. Utilizes various government and business databases which are available through UIDA memberships and contracts. Services are designed to assist Indian tribes, organizations and individuals in achieving their objectives through improved management. Established in 1970. For more information contact: UIDA, 9650 Flair Drive #303, El Monte, CA 91731, 818-442-3701.

4. **First Nations Financial Project (FNFP)**. Provides a range of services to community projects that include technical assistance, training, and product marketing. For more information contact: FNFP, Route 14, Box 74, Falmouth, Virginia 22405, 703-371-5615.

5. **National Native American Co-Operative**. Offers marketing, information, and consultant services. Also operates American Indian Crafts Cooperative and American Indian Chamber of Commerce. P.O. Box 5000, San Carlos, AZ 85550

6. **National Rural Development and Finance Corporation (NRDFC)**. Operates a national program for providing training and technical assistance in identifying, financing and managing small businesses. Currently exploring the use of videos to attract industry and business to reservations. Contact: NRDFC, 1718 Connecticut Ave., NW, Suite 400, Washington, D.C. 20009, 202-797-8820.

7. **Heifer Project International**. Rural development organization that provides donations of livestock, funding for the purchase of livestock, and technical assistance to organized groups of limited-resource farmers throughout the United States. P.O. Box 808, Little Rock, Arkansas 72203, 501-376-6836.

8. **Save the Children Federation (SCF)**. Emphasizes community self-help through grass roots organization as well as training and technical assistance. For more information contact: SCF, 54 Wilton Road, Westport, Connecticut 06880, 203-226-7271.

9. **Association on American Indian Affairs (AAIA)**. Provides technical assistance nationwide to tribes, Indian-owned businesses and community projects in financial planning, project organization and management and economic planning. For more information contact: AAIA, 95 Madison Avenue, Suite 1407, New York, New York 10016, 212-689-8720. Jerry Flute, AAIA Field Representative, P.O. Box 268, Sisseton, SD 57262, 605-698-3998.

10. **Center for American Indian Economic Development**. Sponsors workshops on business management skills in Arizona reservation communities. Provides technical assistance. For more information contact: Northern Arizona University, College of Business Administration, Flagstaff, AZ 86001, 602-523-3657.

11. **Pluralist Systems Inc.** Works with Indian tribes and organizations to secure CDBG and UDAG grants. 615 Shields Street, San Francisco, CA 94132, 415-334-9789.

12. **Center for Indian Economic Development.** Provides economic development and business planning services, management and financing assistance. Services include technical assistance, training and legal assistance. 1442A Walnut, Suite 266, Berkeley, CA 94709, 415-843-7513.

13. **National Congress for Community Economic Development.** Provides training, technical assistance, and information on community-based economic development. 2025 I Street, NW, No. 901, Washington, D.C. 20006, 202-659-8411.

14. **Women's Technical Assistance Project (WTAP).** Provides technical support to community based groups led by women for work that addresses issues of economic equity and justice for women in the rural south. WTAP has available an information package on church funding sources that includes application forms, deadlines, and tips on how to successfully raise money from church-related funds. For more information contact: WTAP, Center for Community Change, 1000 Wisconsin Ave, NW, Washington, DC 20007, 202-342-0519.

15. **Economic Development/Technical Assistance Project (EDTAP).** Provides technical support to women's organizations undertaking economic development projects. The project enables women to work with other women's groups who have developed skills and expertise in economic development activities. For more information contact: EDTAP, Ms. Foundation for Women, 370 Lexington Ave, New York, NY 10017, 212-689-8720.

16. **American Indian Technical Services, Inc. (AITS).** Provides technical assistance in project management, resource development, economic and social impact planning and business development. AITS has been selected as a prime contractor by the Administration for Native Americans (ANA) to deliver technical assistance services to Native Americans. Technical assistance will be provided through regional representatives as follows:

East and Southeast Regions:
Orbis Associates, Inc.
1411 K Street, NW
Washington, DC 20005

Central and South-Central Regions:
Oklahomans For Indian Opportunity
555 Constitution
Norman, OK 73072

Northwest and Alaska Regions:
Ken Smith & Associates
4599 Channel Avenue
Portland, OR 97217

Southwest and Southern California Regions:
American Indian Business & Technologies Corporation
4905 Arroyo Chamise, NE
Albuquerque, NM 87111

For more information contact: AITS, P.O. Box 1238, 710 Burbank Street, Broomfield, CO 80020, 303-465-4126.

IV. ORGANIZATIONS THAT SUPPORT ECONOMIC and COMMUNITY DEVELOPMENT

The organizations listed below support economic development with information, training and advocacy.

1. **American Indian Development Association.** Assists American Indians and Indian organizations in developing resources in harmony with their culture. P.O. Box 2793, Bellingham, WA 98227, 206-733-1336.

2. **Americans for Indian Opportunity (AIO).** National organization that promotes economic self-sufficiency for American Indian tribes and individuals. For more information contact: AIO, 1010 Massachusetts Ave., NW, Suite 200, Washington, D.C. 20001, 202-371-1280.

3. **Indian Arts and Crafts Association.** Conducts programs to promote, preserve and protect Indian arts and crafts. Sponsors semi-annual wholesale markets for retailers and provides marketing information. 4215 Lead SE, Albuquerque, New Mexico 87108, 505-265-9149.

4. **National American Indian Cattleman's Association.** Conducts activities to improve the Indian cattle industry and serves as a clearinghouse for the accumulation and dissemination of information. Contact: Tim Foster, Route 2, Box 2492, Toppenish, Washington, 98948, 509-854-1329.

5. **National Indian Business Association.** P.O. Box 8716, Station C, Albuquerque, New Mexico 87108, 505-299-9317.

6. **National Indian Business Council.** Promotes the maximum use of American Indian and Alaska Native owned businesses. Provides technical assistance to Native American businesses, management consulting services, holds workshops and seminars, maintains a national computerized list of Indian-owned businesses. 3575 S. Fox, Suite 1263, Englewood, Colorado 80150, 303-692-6579.

7. **National Indian Training and Research Center.** Involves American Indians in leadership and professional roles in training and research projects. Orients and trains professionals working with Native Americans. 2121 S. Mill Ave., Suite 216, Tempe, Arizona 85282, 602-967-9484.

8. **United Indians of All Tribes Foundation.** Promotes Native American self-sufficiency, education and art. Day Break Star Arts Center, Discovery Park, Box C-99305, Seattle, Washington 98199, 206-285-4425.

9. **National Minority Suppliers Development Council (NMSDC)**. Non-profit corporation attempting to expand business opportunities for minority-owned companies and to encourage mutually beneficial economic links between minority suppliers and the public and private sectors. Contact: NMSDC, 1412 Broadway, NY, NY 10018, 212-944-2430.

10. **National Association of Development Organizations (NADO)**. Provides information and advice on community, economic, and business development strategies, programs, and resources. For more information contact: NADO, Suite 372, Hall of the States, 400 North Capital Street, NW, Washington, D.C. 20001, 202-624-7806.

11. **National Economic Development and Law Center**. Provides legal services, planning, training, and program assistance on economic and community development. NEDLC, Suite 200, 1950 Addison Street, Berkeley, CA 94704, 415-548-2600.

12. **National Business League (NBL)**. Publishes a monthly newsletter that provides timely information on economic and business issues and events. Publishes The Corporate Guide to Minority Vendors, a resource manual for use by corporate executives and minority entrepreneurs to strengthen the communications network between the two sectors. The NBL also maintains a file of minority vendors and a comprehensive list of corporate procurement and purchasing agents for constituents. For more information contact: NBL, 4324 Georgia Ave., NW, Washington, D.C. 20011, 202-829-5900.

13. **Council For Tribal Employment Rights**. Represents the interests of over sixty Tribal Employment Rights Offices (TEROs). Provides training and technical assistance to tribes, Native organizations, governmental agencies, and private sector employers in all aspects of Indian preference, tribal employment rights enforcement, and economic development strategies involving the sovereign powers of the tribes. 19540 Pacific Highway S., Suite 102, Seattle, WA 98188, 206-878-3000, Outside Washington State; 1-800-631-9951.

14. **National Council For Indian Business**, P.O. Box 10134, University Park Station, Denver, CO 80210, 303-698-2614.

15. **Native American Business Alliance (NABA)**, P.O. Box 5794, Portland, OR 97228, 503-771-2868.

16. **Community Information Exchange.** Maintains a computerized database that covers a wide variety of community problem-solving strategies -- including, among others: housing rehabilitation and new construction, business creation and expansion, historic preservation for low-income neighborhoods, job and income generation, industrial and commercial revitalization, energy conservation, service delivery and new capital formation. The database includes five components: 1) Descriptions of model community development projects, 2) A complete, up-to-date listing of neighborhood funding sources and financing, 3) A national directory of technical assistance providers, 4) A bibliography of the best written materials on community development, and 5) examples of computer applications to community development. For more information contact: Bill Sanders, Community Information Exchange, 1120 G Street, NW, Suite 900, Washington, DC 20005, 202-628-2981.

V. FUNDRAISING and FINANCIAL ORGANIZATIONS

The following organizations are involved in fundraising and financing. As noted below for each organization, some provide information, some may lead to other funding sources, and others provide funding.

1. **Seventh Generation Fund**. Provides private funding and technical assistance directly to Indian communities for efforts to deal with their own problems. P.O. Box 10, Forestville, CA 95436, 707-887-1559.

2. **The Foundation Center**. Operates a foundation resource library that includes: Source Book Profiles - in depth profiles of the 1000 largest foundations; The Foundation Directory - 4000 largest foundations with brief information on each; Foundation IRS 990-PF returns - lists of directors, finances and giving interest for largest foundations; Also volumes that list foundation grants to Indian groups and tribes plus many, many other resources. For more information contact: The Foundation Center, 79 Fifth Avenue, NY, NY 10003, 212-620-4230.

For a list of foundations that made economic development grants to Indian tribes and organizations in 1986 see Appendix B.

Fundraising publications:

Foundation Fundamentals. Presents a step-by-step approach through the research process developed and taught by The Foundation Center to help identify foundations active in your subject field, foundations that fund projects in your state or community, and foundations that provide the amount and type of support you need.

Includes a detailed bibliography that provides leads to additional sources of information to support your funding search. Available from The Foundation Center, 79 Fifth Avenue, NY, NY 10003. $9.95.

Funding Guide for Native Americans. Dean Chavers. 1983. 400 pages. Fundraising guide that includes chapters on proposal preparation and writing, and lists of foundations, corporations and denominations that make grants to Native Americans.

3. **Financial Advisory Service (FAS).** FAS is a clearinghouse for projects needing financing. It provides access to over 50 financial institutions - commercial and savings banks, insurance companies and other financial intermediaries. FAS identifies projects, helps structure them, and refers them to financial institutions within its national network. FAS is a private sector initiative supported by a grant from HUD. Contact: FAS, Council for Economic Action, 100 Federal Street 17th Floor, Boston, MA 02110, 617-434-2887.

4. **Tribal Assets Management (TAM).** Conventional investment banking services for tribal governments. TAM represents Indian tribes throughout the country in the acquisition of existing businesses, financing of new businesses, enhancement of returns from tribal resources, and the reduction of costs associated with existing tribal debt. For more information contact: Thomas Tureen, TAM, 178 Middle Street, Portland, Maine 04112, 207-772-1765.

5. **Phelps-Stokes Fund (PSF).** PSF is a non-profit philanthropic organization. The Fund's American Indian program focuses attention on working with Native Americans in private sector resource development through dissemination of information, educational activities, and by serving as an "honest broker" for contacts between philanthropic groups and Native Americans. Contact: Director, PSF, Native American Program, 11 Dupont Circle, NW, Suite 802, Washington, DC 20036 202-667-9669.

6. **National Federation of Community Development Credit Unions (NFCDCU).** Membership organization for credit unions which serve predominantly low-income communities. NFCDCU provides training and management assistance for community credit unions as well as consulting services for organizations seeking to charter community development credit unions. For more information contact: NFCDCU, 29 John Street, NY, NY 10038, 212-513-7191.

7. **National Association of Community Development Loan Funds (NACDLF).** An Association consisting of member funds that borrow capital and relend it on affordable terms to benefit communities and individuals denied sufficient access to traditional capital markets. Promotes community investment and facilitates cooperation among community development loan funds. Contact: NADCLF, 151 Montague City Road, Greenfield, MA 01301, 413-774-7956.

8. **Community Loan Funds.** The following funds have not been active in Indian Affairs in the past but they are potential sources of funding or leads to other sources.

a) **Industrial Cooperative Association Revolving Loan Fund.** Non-profit organization that provides financing to worker cooperatives in low-income communities. Contact: ICA, 249 Elm Street, Somerville, MA 02114, 617-628-7330.

b) **Revolving Loan Fund/Institute for Community Economics.** Non-profit organization which provides technical and financial assistance to low-income community groups involved in land, housing and community-based development projects. Contact: ICE, 151 Montague City Road, Greenfield, MA 01301, 413-774-5933.

c) **Ecumenical Development Cooperative Society.** Provides low interest, long-term loans to development projects which promote sustained economic growth and self-reliance. Contact: EDCS, 475 Riverside Drive, Room 1003, NY, NY 10115, 212-870-2665.

d) **Women's World Banking.** Non-profit financial institution that addresses the credit needs of low-income women. Provides loan guarantees and facilitates managerial and technical assistance on the grassroots level through local affiliates in developing communities. Contact: WWB, 684 Park Avenue, NY, NY 10021, 212-774-0202.

9. **American Indian National Bank (AINB).** American Indian-owned bank that provides a full line of commercial bank services. AINB, 1700 K Street, NW, Banksuite 2000, Washington, D.C. 20006, 202-887-5252; Albuquerque Representative Office: 2401 12th Street, NW, Albuquerque, NM 87102, 505-842-1395.

VI. INFORMATION and RESEARCH ORGANIZATIONS

1. **Public Data Access (PDA).** Provides unpublished data of public interest through on-line databases, diskettes, electronic publishing, and consulting services. Files are obtained from federal agencies such as the Census Bureau, the Environmental Protection Agency and the National Institute of Health. Reports illuminating the economic, political, social, demographic, environmental and public health characteristics of every region, state, congressional district, county and zip code neighborhood can be generated. Contact: PDA, 30 Irving Place, NY, NY 10003, 212-529-0890.

2. **Native American Research Information Service (NARIS).** Computerized database that systematically compiles a comprehensive catalog of published and unpublished research focusing on Native American health, economic, human and natural resource development from 1969 to present. Available free to tribes and Indian organizations. Contact: NARIS Specialist, American Indian Institute, The University of Oklahoma, 555 Constitution Ave., Norman, OK 73037, 405-325-4127.

3. **American Indian Communications/Indigenous Peoples Network (AICom/IPN).** IPN: weekly compilation of 15-20 succinct news stories of special interest to Indian leaders, national policy makers and Indian broadcasters and editors. AICOM: Computer applications group specializing in telecommunications. Applies the tools of computer communications industry to fit Indian needs. Contact: AICOM/IPN, P.O. Box 71, Highland, MD 20777, 301-854-0499.

VII. MISCELLANEOUS ORGANIZATIONS

1. **Native American Clothing Bank (NACB).** Non-profit organization that distributes clothing and other goods to Native American groups. Contact: NACB, 112 Cat Rock Road, Cos Cob, Connecticut 06807, 203-622-6525.

2. **Co-op America.** Non-profit membership association that provides an alternative marketplace for goods created by low-income people. Publishes a catalog which is widely distributed. Co-op America, 2100 M Street, NW, Suite 310, Washington, DC 20063, 202-872-5307.

VIII. STATISTICAL SOURCES

Below is a list of government publications that provide a great deal of statistical data on Native Americans.

1. Indian People on Indian Lands 1980, Profiles of American Indians and Alaska Native Populations in Various Settings. U.S. Dept. Of Commerce, April 1987. 75 pages. Based on 1980 census data with graphs, charts and text. Contact: Dept. of Health and Human Services, HHS Policy Information Center, 202-245-7507.

2. 1980 Census of Population, American Indians, Eskimos and Aleuts on Identified Reservations and in Historical Areas of Oklahoma (Excluding Urbanized Areas). Published 1986. Two Volumes PC80-2-1D Part 2, Sections 1 and 2. U.S. Dept. of Commerce, Bureau of the Census. Complete collection of socioeconomic statistics by tribe and reservation. 1000 pages. Also on computer tape. Available from the Government Printing Office (GPO), 202-783-3288.

3. 1980 Census of Population, General Social and Economic Characteristics, U.S. Summary. PC80-1-C1. U.S. Dept. of Commerce, Bureau of the Census. Data on all Native American people in urban and rural areas. 600 pages. Available from the GPO, 202-783-3288.

4. 1982 Survey of Minority-Owned Businesses Asian American, American Indian and Other Minorities. MB82-3. U.S. Dept. of Commerce, Bureau of the Census. Published October 1986. Aggregate data on Indian-owned businesses. 225 pages. Available from the GPO, 202-783-3288.

5. American Indian Areas and Alaska Native Villages, 1980 Census of Population. Supplementary Report. PC80-S1-13. U.S. Dept. of Commerce, Bureau of the Census. Published August 1984. 38 pages. Brief an undetailed report on American Indian reservations and Alaska Native villages. Available from the GPO, 202-783-3288.

6. Indian Health Service Chart Series Book, April 1986. U.S. Dept of Health and Human Services. Summary of Indian health statistics with charts and tables. 68 pages. Available from the GPO, 202-783-3288.

7. Indian Health Care. U.S. Congress, Office of Technology Assessment, OTA-H-290, April 1986. Text and tables on Indian health care. 375 pages. Available from the GPO, 202-783-3288. Data in this publication is also available in database form. Contact IHS, 301-443-1180.

IX. TRAINING ORGANIZATIONS and SERVICES

The following organizations offer business training courses. Each organization should be carefully researched to ensure that an organization's training services match the needs of the tribe, Indian organization, or individual Native American businessperson.

1. **The National Development Council.** Non-profit organization that conducts comprehensive one-week courses in Economic Development, Finance, Business Credit Analysis and other business and economic development topics. $600 per week. Offices throughout the U.S. For more information contact: NDC, 1300 Convention Plaza, St. Louis, MO 63103, 314-241-7907.

2. **Workshop in Business Opportunities.** Non-profit organization that offers 16-week training course in all aspects of small business management. Locations throughout the U.S. Currently operating several training programs on reservations in the Plains and Southwest. $30 per person (for books). 126 East 31st Street, NY, NY 10016, 212-481-0180. Contact Walter Geier.

3. **The Entrepreneurship Institute.** Offers weekend training seminars around the country on how to create and manage a small business. 3592 Corporate Drive, Suite 100, Columbus, OH 43229, 614-894-1153.

4. **The Center for Entrepreneurial Management (CEM).** Non-profit membership association for entrepreneurs. Sponsors seminars around the country and sells over 100 books and tapes on entrepreneurship and small business management. For more information contact: CEM, 83 Spring Street, New York, New York 10012, 212-925-7304.

X. CORPORATE INVESTIGATIVE SERVICES

Following are services and books used to investigate current and past activities of corporations and business firms that make proposals to tribal governments. The manuals may also be used to identify corporations and individuals for a wide range of business ventures.

1. Dun & Bradstreet (D&B). D&B provides services that are used by small and large businesses to investigate the backgrounds of potential customers and business partners. D & B maintains information on over 10 million establishments. Their services include:

a) Dun Financial Profiles - a complete and detailed profile if individual businesses.
b) Payment Analysis Report - credit history of individual enterprises.
c) Business Information Report - D&B's most comprehensive report. Includes information on directors, financial performance, credit history, manufacturing capability, etc.
d) Industry Norms by SIC - average ratios for given industries.
e) Typical Balance Sheet by Industry - average financial statements for given industries.

For more information on these services contact Dun & Bradstreet, 99 Church Street, New York, NY 10007, 212-312-6500.

2. Dun & Bradstreet Directories, Dun & Bradstreet, Inc., 99 Church Street, New York, NY 10007. Annual lists of US firms, including information on products, annual sales, number of employees, names, and titles of 75,000 key executives. Listing is cross-referenced by company name and product classification.

3. Moody's Industrial Manual, Moody's Investor Service, 99 Church Street, New York, NY 10007. An annual publication, with semiweekly updates describing the operations, plants, subsidiaries, officers, directors, comparative income statements, long-term earnings record, and other financial and operating data on domestic and foreign industrial companies. Similar publications are also available on banking, utilities, government, and transportation.

4. Poor's Register of Corporations, Directors and Executives, Standard & Poor's Corporation, 345 Hudson Street, New York, NY 10014. A multivolume service listing information on U.S. and Canadian corporations and key executives. Lists over 30,000 companies with addresses, products, services, sales, number of employees, and standard industrial classification. Lists over 260,000 prospects, including job titles, business addresses, and telephone numbers of 70,000 top-level officers and directors.

5. Thomas Register of American Manufacturers, Thomas Register Company, 461 Eighth Avenue, New York, NY 10001. Lists thousands of manufacturers by product line, size, and geographical location.

XI. BOOKS and PUBLICATIONS

Below is a small collection of books pertaining to economic and community development.

1. A Self-Help Manual for Tribal Economic Development. Covers a wide range of economic development topics including management skills, taxation, financing, marketing and feasibility. Available from Native American Rights Fund, 1506 Broadway, Boulder, CO 80302, 303-447-8760.

2. Bibliography on Indian Economic Development. Extensive bibliographic listing of articles, papers, speeches, books, manuals, legislation, histories, newsletters, etc., in many areas of economic development. Published in 1984. Available from the National Indian Law Library, 1506 Broadway, Boulder, CO 80302, 303-447-8760.

3. Source Directory, Indian, Eskimo, and Aleut Owned Arts and Crafts Businesses, 1985-87 Edition. Available from the Indian Arts and Crafts Board, Room 404, U.S. Department of Interior, Washington, DC 20240, 202-343-2773.

4. Agricultural Programs and Activities for Native Americans. U.S. Department of Agriculture, Office of Information, September 1986. Spells out program benefits and application procedures and identifies contact points for each program. Also provides examples of how some Indian groups are making use of USDA programs. Published Sept. 1986. Contact: Coordinator, Indian Activities, Office of Intergovernmental Affairs, USDA, Washington DC 20250, 202-447-3805.

5. Financial Assistance for Indian Economic Development Projects. BIA, Division of Financial Assistance, U.S. Department of Interior. 1985. 20 pages. Brief description of financial programs, application procedures, business plan guidelines and information on BIA Area Credit Offices. Available from the Government Printing Office, 202-783-3238.

6. Rural Resources Guide: A Directory of Public and Private Assistance for Small Communities, U.S. Dept of Agriculture, Office of Rural Development Policy, November 1984, 600 pages. Identifies public and private assistance programs in many fields. For each program entry includes; Resource, Resource Title, Resource Provider, Who May Apply, Special Conditions, Name, addresses, and contacts. Available from the Government Printing Office, 202-783-3238.

7. The Federal government (through the Small Business Administration) publishes numerous small business self-help manuals and other books on small business and economic development. For a complete list of small business publications contact U.S. GPO, Superintendent of Documents, Washington, D.C. 20240. Subject Bibliography (SB) - Small Business, SB-307, 8/28/85.

Below is a selection of titles from the small business bibliography:

a) Managing for Profits
b) A Handbook for Small Business Finance
c) Ratio Analysis for Small Business
d) Handbook for Small Business - A Survey of Small Business Programs of the Federal Government

8. Small Business Resource Guide. 55 page annotated appendix of sources of help for small business people. Includes names, addresses and phone numbers. Published by the Center for Entrepreneurial Management, 29 Greene Street, New York, NY 10013, 1-800-247-7642.

XII. DOING BUSINESS WITH THE FEDERAL GOVERNMENT

Each federal agency purchases goods and services from the private sector. Below is a list of manuals that describe each agency's procedures and the goods and services each purchases. These books are available from the Government Printing Office, Washington, DC 20240, 202-783-3238.

All of the identification numbers and publication dates that are available have been provided below. Many of the U.S. government publications do not have identification numbers and the title should be sufficient for identification.

1. Introduction to Interior Acquisitions, A Guide for Small Business. U.S. Dept of Interior, Office of Small and Disadvantaged Business Utilization, March 1985, 18 pages.

2. Guide to Defense Contracting Regulations for Small Business, Small Disadvantaged Business, Women-Owned Business. Directory of Small and Disadvantaged Business Utilization, Office of the Secretary of Defense, 1985, 50 pages.

3. A Guide for Doing Business with the Department of State. U.S. Dept. of State, September 1985, 25 pages.

4. How to Sell to the U.S. Department of Commerce. Office of Small and Disadvantaged Business Utilization, September 1984, 16 pages.

5. Defense Industrial Supply Center - Commodity Listing. January 1985, 42 pages.

6. Doing Business With the Department of Education. U.S. Dept. of Education, Office of Management, 25 pages.

7. Doing Business with HHS. Office of Small and Disadvantaged Business Utilization, 25 pages.

8. What USDA Buys. Office of Small and Disadvantaged Business Utilization, 5 pages.

9. What the U.S. Department of Labor Buys. U.S. Dept. of Labor, 1984, 18 pages.

10. What Treasury Buys. Office of Small and Disadvantaged Business Utilization, September 1985, 18 pages.

11. U.S. Department of Interior, Guide to Research and Development Programs. Office of Small and Disadvantaged Business Utilization, March 1985, 36 pages.

12. Small Business Subcontracting Directory. Office of Small and Disadvantaged Business Utilization, U.S. Dept. of Defense, 135 pages.

13. U.S. Government Purchasing and Sales Directory. Small Business Administration, Office of Procurement and Technical Assistance, 191 pages.

14. Selling to the Military. Dept. of Defense - General information, items purchased, location of military purchasing offices, 150 pages.

XIII. SMALL BUSINESS DEVELOPMENT CENTERS (SBDC)

The SBDC program is sponsored by the SBA and is a cooperative effort by the federal, state, and local governments, with universities and the private sector, to provide management techniques and technical assistance to the small business community. Following are the state locations of SBDC's.

Small Business Development Center
Center for Industrial Research & Services
Engineering Annex, Room 205
Iowa State University
Ames, Iowa 50011
515-294-3420

Small Business Development Center
St. Thomas College
2115 Summit Avenue
St. Paul, MN 55105
612-647-5840

Small Business Development Center
Peter Kiewit Center
University of Nebraska
Omaha, NE 68182
402-554-2521

Small Business Development Center
Graduate School of Business
University of Utah
Salt Lake City, UT 84112
801-581-7905

Small Business Development Center
College of Business and Economics
Washington State University
Pullman, WA 99164
509-335-1576

XIV. SMALL BUSINESS ADMINISTRATION SERVICES

Small Business Administration
1441 L Street, N.W.
Washington, DC 20416
800-368-5855
202-653-7561

1. Office of Business Development. 202-653-6542. The Office of Business Development co-sponsors courses and conferences, prepares informational leaflets and booklets, and encourages research into the management problems of small business concerns. It counsels and conducts workshops and courses for established as well as prospective businesspersons, and enlists through SCORE the volunteer aid of retired and active executives to assist small businesses in overcoming their management problems. It contracts with college and university schools of business for counseling services and training by qualified students.

2. Service Corps of Retired Executives (SCORE). 800-368-5855. Group of retired executives that provide counseling services in accounting, management and finance, free of charge, to small businesses.

3. Office of Women's Business Ownership. 202-653-8000. The primary functions of the Office of Women's Business Ownership are to: (1) develop and coordinate a national program to increase the number of women-owned businesses, (2) improve the responsiveness of the SBA to the needs of women-owned businesses, and (3) serve as principal liaison with business, educational, philanthropic, and community resources to assist the growth and development of women-owned business.

4. Minority Small Business and Capital Ownership Development Program (MSB&COD). 202-653-6407. The MSB&COD program includes the section 8(a) program. Section 8(a) authorizes the SBA to enter into contracts with other government departments and agencies and to negotiate subcontracts for the performance by small business concerns owned and controlled by socially and economically disadvantaged individuals.

5. Office of Procurement Assistance. 202-653-6635. Responsible for ensuring that small businesses obtain a fair share of government contracts and subcontracts. SBA works closely with federal agencies and the nation's leading contractors to carry out its responsibilities through a number of programs including: Prime Contracting; Procurement Automated Source System (PASS); Certificates of Competency; and Natural Resources.

6. **Financial Assistance.** 202-653-6470. The SBA has two types of financial assistance programs: guaranty loans and direct loans. Most SBA loans are guaranty loans, which are made by private lenders (usually banks) and are guaranteed up to 90% by SBA. The guaranty loan process is as follows: (1) A small business submits the loan application to a SBA-approved lender, (2) The lender makes an initial review and, if approved for submission to the SBA, forwards the application and analysis to the local SBA office, and (3) If approved by the SBA, the lender closes the loan and disburses the funds.

XV. SELECTED BUREAU OF INDIAN AFFAIRS SERVICES

Financial Assistance for Indian Economic Development Projects

The BIA's Division of Financial Assistance (202-343-5324) administers three financial assistance programs -- the Revolving Loan Fund, Loan Guaranty Fund and Economic Development Grant Program. These programs are designed to promote, augment, and facilitate the economic development initiatives of federally recognized Indian tribes, organizations and individuals.

Indian Revolving Loan Fund. This fund is used to make direct loans to Indian tribes and individuals for economic development projects and business ventures and for educational purposes.
Eligible Borrowers: Any federally recognized Indian tribe, organization (at least 51 percent Indian owned, controlled, and managed), or individual.
Loan Purpose: Essentially for "for profit" economic enterprises.
Equity Requirements: Minimum of 20 percent of project funding, equity capital meaning cash investment or an unencumbered asset to be used in the proposed business.

Indian Loan Guaranty Fund. This fund is used to guaranty loans made by private lenders to Indian tribes or individual members of tribes for up to 90 percent of the unpaid principal and interest due.
Eligible Borrowers: Any federally recognized Indian tribe, organization (at least 51 percent Indian owned, controlled, and managed), or individual.
Loan Purpose: Economic enterprise that will benefit the Indian reservation economy.
Loan Amount: No limits to tribes and organizations, with $350,000 limitation on guaranteed loans to individuals.
Equity Requirements: Minimum of 20 percent of total project cost, either in the form of cash investment or an unencumbered asset.
Interest Subsidy: The amount of subsidy varies, and is based on the difference between the Treasury interest rate and the rate charged by the lender; in any case, the total paid out interest subsidy is limited to a maximum of 25 percent of the loan's face amount.

Economic Development Grant Program. This program was established to provide "seed money" to federally recognized Indian tribes, organizations, and individuals to attract private sector investment and encourage tribal and personal equity investment for reservation business ventures. The BIA will award economic development grants to worthy projects up to 25 percent of the total project cost. Grants shall not exceed $250,000 for tribes and $100,000 for individuals. In turn, the applicant must demonstrate the ability to use the grant as leverage for raising matching funds at least three times the grant amount.

As part of the funding authorization for direct loan and loan guaranty programs, the Indian Financing Act of 1974 and the 1984 Amendments specify that management and technical assistance be made available to a loan or grant applicants prior to or concurrently with their request for financial assistance. The assistance covers areas of expertise that are required for starting and effectively managing a business, including all facets of feasibility analysis, (marketing, financing, management), business plan development, and project start-up.

For more information on the financial programs of the BIA, contact the Division of Financial Assistance in Washington DC, 202-343-5324.

XVI. ADMINISTRATION FOR NATIVE AMERICANS

Administration for Native Americans
Department of Health and Human Services
330 Independence Avenue, SW
Washington, DC 20201
202-245-7727

ANA provides financial assistance to promote self-sufficiency for Indian tribes and American Indian and Native Hawaiian groups through support of local government, as well as social and economic development projects. ANA believes the responsibility for achieving self-sufficiency rests with governing bodies of Indian tribes and in the leadership of Native American groups. The development of self-sufficiency requires strengthening governmental responsibilities, economic progress, and improvement of social systems which protect and enhance the health and well-being of individuals, families and communities.

Achievement of self-sufficiency is based on the community's ability to plan, organize, and direct resources in a comprehensive manner to achieve long-range community goals. ANA bases its program and policy initiatives on the following three program goals:

1. Governance: To assist tribal governments, Native American institutions, and local leadership to exercise local control and decision making over their resources.

2. Economic Development: To foster the development of stable, diversified local economies and economic activities which will provide jobs, promote economic well-being, and reduce dependency on public funds and social services.

3. Social Development: To support local access to, control of, and coordination of services and programs which safeguard the health and well-being of people, and which are essential to a thriving and self-sufficient community.

To accomplish these goals, ANA supports tribal governments and other Native American organizations in the development and implementation of community-based, long-term governance and social and economic development strategies (SEDS) aimed at promoting the self-sufficiency of their own communities.

In 1986, ANA launched a training and technical assistance effort known as the "SEDS-804 Initiative." This effort was based on the concept of improving opportunities for access to ANA support under the agency's Social and Economic Development Strategies (SEDS) grant program. Four Indian organizations -- the American Indian Law Center (AILC), the Council of Energy Resource

Tribes (CERT), the Council on Tribal Employment Rights (CTER), and the Native American Rights Fund (NARF) -- received grants from ANA to assist Native American groups meet social and economic development goals. These organizations assisted Native American organizations to understand the SEDS grant application and management process through regional training and meetings and, in some cases, direct on-site technical assistance. In June 1987 ANA awarded a contract to American Indian Technical Services, Inc. of Broomfield, Colorado to continue the training and technical assistance effort begun by ANA under the SEDS-804 initiative.

APPENDIX A

Foundations that made economic development grants to Indian tribes and organizations in 1986.

The Atlantic Richfield Foundation
515 South Flower Street
Los Angeles, CA 90071

W. K. Kellogg Foundation
400 North Avenue
Battle Creek, MI 49017

Carnegie Corp. of New York
437 Madison Avenue
New York, NY 10022

MacArthur (John D. and Cathrine T.) Foundation
140 South Dearborn Street
Chicago, IL 60603

Bush Foundation (North Dakota and South Dakota only)
East 900 First National Bank Building
St. Paul, MN 55101

Honeywell Foundation
P.O. Box 524
Minneapolis, MN 55440

Needmor Fund
2129 13th Street
Boulder, CO 80302

Bremer (Otto) Foundation (Minnesota and North Dakota only)
55 East Fifth Street, Suite 700
St. Paul, MN 55101

Dayton Hudson Foundation
777 Nicollet Mall
Minneapolis, MN 55402

General Mills Foundation
9200 Wayzata Blvd.
Minneapolis, MN 55426

Joyce Foundation
135 South LaSalle Street
Chicago, IL 60603

APPENDIX B

Economic and Community Development programs listed in the 1986 Catalog of Federal Domestic Assistance.

Direct Loans	Catalog Code Number
Indian Loans - Economic Development	15.124
Loans for Small Business	59.003
Small Business Investment Co.	59.011
Small Business Loans	59.012
Community Facilities Loans	10.423
Minority Economic Impact Loans	81.063
Guaranteed/Insured Loans	
Business and Industrial Loans	10.422
Business Development Assistance	11.301
State and Local Development Co.	59.013
Emergency Loans	10.404
Farm Operating Loans	10.406
Farm Ownership Loans	10.407
Project Grants	
Management and Technical Assistance	11.800
Small Business Innovation Research	13.126
Mgmt/Technical Assistance for Disadvantaged Bus.	59.007
Small Business Development Center	59.037
Grants for Public Works and Development	11.300
Native American Programs - Financial Assistance	13.612
Native American Programs - Research, Demonstration	13.661
Native American Programs - Technical Assistance	13.662
Community Development Block Grant - Small Cities	14.219
Indian Community Development Block Grant	14.223
Block Grant Technical Assistance	14.227
Technical Assistance - Tribal Governments	15.143
Provision for Specialized Service	
Credit Union Charter	44.001
Minority Business Development 8(a)	59.006
Procurement Assistance to Small Business	59.009
Minority Small Business - Capital Ownership	59.033
Procurement Automated Source System - PASS	59.035
Advisory Services and Counseling	
Export Licensing Service	11.100
Export Promotion Service	11.108
Fair Competition Counseling	36.001
Doing Business with the Federal Government	39.001
Management Assistance to Small Business	59.005
Service Corps of Retired Executives	59.026
Technical Assistance for Minority Business	81.082
Technical Assistance to Cooperatives	10.350
Indian Arts and Crafts Development	15.850

APPENDIX C

State locations of the Federal Assistance Programs Retrieval System (FAPRS).

The Federal Assistance Programs Retrieval System (FAPRS) is a computerized system designed to provide rapid access to federal assistance program information. The system provides information on federal programs which may meet the needs of the applicant and for which the applicant meets basic eligibility criteria. Program information provided by FAPRS is determined from input supplied by the requestor. Through the use of a simplified query procedure to search the data base, FAPRS eliminates the manual effort required to identify applicable federal programs in the Catalog of Federal Domestic Assistance.

Alaska
Cooperative Extension Service
University of Alaska
2651 Providence Avenue
Anchorage, AK 99504
907-263-1866

California
C.E. - CRD, ABS Department
Room 157, AOB 4
University of California
Davis Campus
Davis, CA 95616
916-752-3006

Colorado
Department of Economics
Colorado State University
Fort Collins, CO 80523
303-491-5706

Connecticut
Municipal Assistance Office
Office of Policy and Management
80 Washington Street
Hartford, CT 06115
203-566-8330

Florida
Center for Rural Development
McCarty Hall, Room 3042
University of Florida
Gainesville, FL 32611
904-392-1718

Idaho
Farmers Home Administration
Room 429
304 North Eight Street
Boise, ID 83702
208-334-1607

Iowa
Cooperative Extension Service
Department of Economics
560 East Hall
Iowa State University
Ames, IA 50011
515-294-3000

Kansas
Community Development
115 Umberger Hall
Kansas State University
Manhatten, KS 66506
913-532-5840

Louisiana
Cooperative Extension Service
LSU - 115 Knapp Hall
Baton Rouge, LA 70803
504-388-4234

Massachusetts
Department of Food and Resource Economics
Draper Hall
University of Massachusetts
Amherst, MA 01003
413-545-2496

Minnesota
Department of Agriculture and
Applied Economics
University of Minnesota
248 COB, 194 Buford Avenue
St. Paul, MN 55108
612-376-3433

Mississippi
Mississippi Cooperative Extension Service
P.O. Box 5406
Mississippi State, MS 39762
601-325-3141

Nebraska
203 Miller Hall
University of Nebraska - East Campus
Lincoln, NE 68583
402-472-3674

New Mexico
Cooperative Extension Service
Box 3AE, NMSU
Las Cruces, NM 88003
505-646-4122

New York
New York Department of State
162 Washington Avenue
Albany, NY 12231
518-473-0515

North Dakota
Extension Economics Department
NDSU, State University Station
Fargo, ND 58105
701-237-7393

Oklahoma
Agriculture Hall, Room 516
Oklahoma State University
Stillwater, OK 74074
405-624-6081

Oregon
Intergovernmental Relations Division
155 Cottage Street, NE
Salem, OK 97310
503-378-3732

South Dakota
Extension Economics Department
Scobey Hall
South Dakota State University
Brookings, SD 57006
605-688-4141

Texas
Texas Agriculture Extension Service
Agriculture Building, Room 12
Texas A & M University
College Station, TX 77843
713-845-4445

Utah
Department of Sociology
Utah State University
Logan, UT 84322
801-750-1255

Virginia
430 CEC
Virginia Polytechnic Institute
& State University
Blacksburg, VA 24061
703-961-6638

Washington
3030 Agriculture Sciences
Washington State University
Pullman, WA 99164
509-335-2511

Wisconsin
Department of Government Affairs
University of Wisconsin Extension
610 Langdon Street
Madison, WI 53706
608-262-1581

Wyoming
University Station
University of Wyoming
P.O. Box 3354
Laramie, WY 82071
307-766-3372

APPENDIX D

Small Business Administration Regional Offices

Region I
(Connecticut, Maine, Massachusetts, New Hampshire,
Rhode Island, Vermont)
60 Batterymarch, 10th Floor
Boston, MA 02210
617-223-2100

Region II
(New Jersey and New York)
26 Federal Plaza Room 29-118
New York, New York 10278
212-264-4355

Region III
(Delaware, District of Columbia, Maryland, Pennsylvania,
Virginia, West Virginia)
231 Asaphs Road
Bala Cynwyd, PA 19004
215-596-5889

Region IV
(Alabama, Florida, Georgia, Kentucky, Mississippi,
North Carolina, South Carolina, Tennessee)
1375 Peachtree Street, NE
Atlanta, GA 30309
404-881-4749

Region V
(Illinois, Indiana, Michigan, Minnesota
Ohio, Wisconsin)
Federal Building, Room 838
219 South Dearborn Street
Chicago, IL 60604
312-353-4528

Region VI
(Arkansas, Louisiana, New Mexico,
Oklahoma, Texas)
Room 3C36
1100 Commerce Street
Dallas, TX 75242
214-767-0605

Region VII
(Iowa, Kansas, Missouri, Nebraska)
911 Walnut Street, 23rd Floor
Kansas City, MO 64106
816-374-5288

Region VIII
(Colorado, Montana, North Dakota, South Dakota,
Utah, Wyoming)
721 19th Street, Room 407
Denver, CO 80202
303-837-2607

Region IX
(Arizona, California, Nevada)
Federal Building
450 Golden Gate Avenue
San Francisco, CA 94102
415-556-7487

Region X
(Alaska, Idaho, Oregon, Washington)
5th Floor
Dexter Horton Building
710 2nd Avenue
Seattle, WA 98104
206-442-5676

APPENDIX E

Helpful phone numbers at the Small Business Administration

Active Corps of Executives (ACE)	202-653-6768
Office of Business Loans	202-653-6574
SBA Library	202-653-6570
Procurement Assistance	202-653-6635
Publications Hotline	202-653-6365
Service Corps of Retired Executives	202-653-6725
Office of Small Business Development	202-653-6519

APPENDIX F

State Agencies for Surplus Property

Many states have equipment and other goods that they no longer need. These goods are often sold at very low prices or are given away free. Below are the names and addresses of surplus offices for selected states.

Alaska
Alaska Surplus Property Service
200 North Wrangell Street
Anchorage, AK 99501
907-279-0596

Arizona
Arizona Department of Administration
Surplus Property Division
312 South 15th Avenue
Phoenix, AZ 85007
602-255-5701

California
California Department of Education
Office of Surplus Property
140 Commerce Circle
Sacramento, CA 95815
916-445-4943

Colorado
Colorado Surplus Property Agency
4700 Leetsdale Drive
Denver, CO 80222
303-338-5953

Idaho
Idaho Bureau of Federal
Surplus Property
Gowen Field
P.O. Box 7414
Boise, ID 83707
208-334-3477

Michigan
Michigan Federal Property
Section Purchasing Division
Department of Management and Budget
3369 North Logan Street
P.O. Box 30026
Lansing, MI 48909
517-373-0560

Minnesota
State of Minnesota Department
of Administration
Division of Federal Surplus Property
Arden Hills, 5420 Highway B
New Broghton, MN 55112
612-633-1644

Montana
Surplus Property Bureau
Department of Administration
Capital Station
Helena, MT 59601
406-444-4514

Nebraska
Nebraska Federal Property Assistance
Department of Corrections
3321 North 35th Street
Lincoln, NE 68504
402-471-2677

Nevada
State of Nevada
Department of General Services
Capital Complex
Carson City, NV 89710
702-885-4094

New Mexico
New Mexico Agency for Federal
Property Assistance Program
1990 Siringo Road
Coronado Station
P.O. Box 4757
Santa Fe, NM 87502
505-827-9480

New York
Bureau of Federal Property Assistance
Personal Property Assistance
State Office of General Services
Building No. 18
State Office Campus Site
Albany, NY 12226
518-457-3264

North Dakota
Purchasing Division - Surplus Property
Office of Management and Budget
1812 Lee Avenue
Bismarck, ND 58501
701-224-2273

Oklahoma
Oklahoma State Agency for
Surplus Property
Cimarron Station
P.O. Box 11355
Oklahoma City, OK 73111
405-521-2135

Oregon
Federal Surplus Property Section
Purchasing Division
Department of General Services
1655 Salem Industrial Drive, NE
Salem, OR 97310
503-378-4293

South Dakota
South Dakota Federal Property Agency
20 Colorado Avenue, SW
Huron, SD 57350
605-352-8751

Washington
Federal Surplus Property Section
Department of General Administration
18700 80th Place South
Kent, WA 98031
206-872-6446

Wisconsin
Wisconsin Federal Property Program
201 Dickinson Street
P.O. Box 1585
Madison, WI 53701
608-266-7839

Wyoming
Wyoming Surplus Property
2045 Westland Road
Cheyenne, Wy 82002
307-777-7669

APPENDIX G

State Development Agencies

Many states have economic development offices that provide a wide range of services. Below is a listing of these agencies in states with significant Native American populations.

Alaska
Department of Commerce and
Economic Development
Pouch D
Juneau, AK 99811
907-465-2500

Arizona
Arizona Department of Economic Planning
and Development
Office of the Governor
State House, 4th Floor
Phoenix, AZ 85007
602-255-4331

California
Department of Economic and
Business Development
1030 13th Street, Suite 200
Sacramento, CA 95814
916-322-1394

Colorado
Division of Commerce and Development
1313 Sherman, Room 523
Denver, CO 80203
404-866-2205

Idaho
Division of Economic and
Community Affairs
State House, Room 108
Boise, ID 83720
208-334-2470

Michigan
Michigan Department of Commerce
Office of Business and
Community Development
P.O. Box 30225
Lansing, MI 48909
517-373-1820

Minnesota
Department of Planning and Development
980 American Center Building
150 Kellogg Boulevard
St. Paul, MN 55101
612-296-6424

Montana
Department of Commerce
Capital Station
1424 9th Avenue
Helena, MT 59620
406-444-3494

Nebraska
Nebraska Department of Economic Development
P.O. Box 94666
Lincoln, NE 68509
402-471-3111

Nevada
Nevada Department of Economic Development
Capital Complex
Carson City, NV 89710
702-885-4322

New Mexico
State of New Mexico
Economic Development Division
Bataan Memorial Building
Santa Fe, NM 87503
505-827-6325

New York
New York State Department of Commerce
One Commerce Avenue
Albany, NY 12245
518-474-4100

North Dakota
North Dakota Economic Development Commission
Liberty Memorial Building
State Capital Grounds
Bismarck, ND 58505
701-224-2810

Oklahoma
Department of Economic Development
4024 North Lincoln Boulevard
P.O. Box 53424
Oklahoma City, OK 73105
405-521-2401

Oregon
Department of Economic Development
155 Cottage Street, NE
Salem, OR 97310
503-373-1200

South Dakota
Bureau of Industrial and
Agricultural Development
221 South Central
Pierre, SD 57501
605-773-5032

Utah
Utah Department of Community
and Economic Development
6290 State Office Building
Salt Lake City, UT 84114
801-533-5396

Washington
Department of Commerce and
Economic Development
101 General Administration Building
Olympia, WA 98504
206-753-5630

Wisconsin
Division of Community and
Economic Development
123 West Washington Avenue
P.O. Box 7970
Madison, WI 53707
508-266-1018

Wyoming
Department of Economic Planning and
Development
Barret Building, Third Floor
Cheyenne, WY 82002
307-777-7284

APPENDIX H

Resource Organizations Serving Small Business

1. **National Small Business Association (NSB).** Non-profit trade association representing small business interests nationwide. Offers a service to help small businesses contract with the federal government by matching small business production with government procurement. Alerts small businesses of government contracts on the day they are announced. For more information contact: NSB, 1604 K Street, NW, Washington, D.C. 20006, 202-293-8830.

2. **National Federation of Independent Business**, 490 L'Enfant Plaza East, SW, Washington, D.C. 20006, 202-293-8830.

3. **Center for Small Business**, Chamber of Commerce of the United States, 1615 H Street, NW, Washington, D.C. 20062, 202-659-6000.

APPENDIX I

Washington Information Sources

The National Referral Center will find an organization willing to provide information on any topic free of charge. Contact:

Research Services
Library of Congress
10 First Street, SE
Washington, D.C. 20540
202-426-5670

The Federal Information Center will locate an expert in the federal government to tell you how the federal government can help you. Contact:

Office of Consumer Affairs
General Services Administration
18th and F Streets, Room 6034
Washington, D.C. 20405
202-566-1937

In the Bureau of Domestic Business Development industry analysts can provide or guide you to information on a company or industry. Contact:

Office of Public Affairs
Economic Development Administration
U.S. Dept. of Commerce, Room 7019
Washington, D.C. 20230
303-377-5113

Information Central will identify an association that will attempt to answer your questions on a variety of topics. Contact:

American Society of Association Executives
1101 16th Street, NW
Washington, D.C. 20036
202-659-3333

APPENDIX J

Marketing Sources of Information

General References

Data Sources for Business and Market Analysis, The Scarecrow Press, Inc., 52 Liberty Street, Box 656, Metuchen, NJ 08840. A guide to marketing information on a variety of business areas. It includes references to periodicals, trade associations, business firms, and other key sources.

Encyclopedia of Business Information Sources, Gale Research Company, 700 Book Tower, Detroit, MI 48226. Lists up-to-date information sources on a variety of business problems. It includes references to encyclopedias, handbooks, bibliographies, periodicals, directories, and other useful sources.

Fortune Plant and Product Directory of the 1,000 Largest Industrial Corporations, Fortune, Time & Life Building, New York, NY 10020. An annual list of the 1000 largest US industrial companies, with addresses, sales, assets, profits, employment, and products.

Guide to Reference Books, American Library Association, 50 E. Huron Street, Chicago, IL 60611. Lists reference books for all major fields of study, including bibliographies, government documents, dissertations, and directories.

Sources of Business Information, University of California Press, 2223 Fulton Street, Berkeley, CA 94720. Contains 300 pages of references to management, foreign trade, marketing, and related categories.

Statistics Sources, Gale Research Company, 700 Book Tower, Detroit, MI 48226. A guide to data on industrial , business, social, financial, and educational institutions. It includes a summary of all statistical sources.

Trade Association Sources

Encyclopedia of Associations, Gale Research Company, 2200 Brook Tower, Detroit, MI 48226. A biannual list of over 16,000 national and regional associations, their addresses, officials, number of members and staff, services, and materials made available.

National Trade and Professional Organizations of the United States, B. Klein Publications, Inc., Box 8503, Coral Springs, FL 33065. Annual list of about 4500 national associations, executives, addresses, officials, number of members and staff, services, and materials made available.

Research Sources

A Basic Bibliography on Marketing Research, Hugh G. Wales and Robert Ferber, American Marketing Association, 222 S. Riverside Plaza, Chicago, IL 60606.

Basic Methods of Marketing Research, by J.H. Lorie and H.V. Roberts, McGraw-Hill Book Company, Inc., 1221 Avenue of the Americas, New York, NY 10036.

Marketing and Business Research, by Myron Heidingdfield et al. Holt, Rinehart and Winston, Inc., 383 Madison Avenue, New York, NY 10017.

Marketing Research, by Richard D. Crisp, McGraw-Hill Book Company, Inc., 1221 Avenue of the Americas, New York, NY 10036.

APPENDIX K

WOMEN'S FOUNDATIONS

The money raised by these foundations goes to a variety of community-based projects concerned with such issues as employment and training, sexual abuse, health, child care, welfare rights, housing, and domestic violence. Many target specific populations of women and girls; minorities, low-income, rural, urban, older women, single parents, female heads-of-households.

In addition to making modest grants to women's community-based organizations and projects, many of these foundations also offer technical assistance to women's groups and help them to apply for funding from other sources.

Astraea Foundation
Box 736
New York, NY 10013
Contact: Terry Lawler
(212) 219-8742

Boston Women's Fund
645 Boylston St.
Boston, MA 02116
Contact: Juanita Wade
(617) 266-8879

Chicago Foundation for Women
53 West Jackson, Rm 825
Chicago, IL 60604
Contact: Sunny Fischer
(312) 663-1552

Flint Women and Girls Fund
320 Sheffield
Flint, MI 48503
Contact: Suzanne Feurt
(313) 238-5651

Holding Our Own
P.O. Box 3146
Albany, NY 12203
Contact: Carole Friedman
(518) 436-8811

Lansing Women's Fund
c/o 526 Allen Street
Lansing, MI 48912
Contact: Ellen Byerlein
(517) 372-0160

Los Angeles Women's Foundation
6030 Wilshire Blvd., #303
Los Angeles, CA 90036
Contact: Elizabeth Bremner
(213) 938-9828

Minnesota Women's Fund
316 West University Avenue
St. Paul, MN 55103
Contact: Carol Mollner
(612) 224-6313

Ms. Foundation for Women
370 Lexington Avenue #1414
New York, NY 10017
Contact: Marie C. Wilson
(212) 689-3475

Native American Family Fund
c/o P.O. Box 4186
Yahtahey, NM 87375
Contact: Gloria Duus
(505) 722-2144

(continued)

WOMEN'S FOUNDATIONS (continued)

Kentucky Fund for Women
Heyburn Bldg, Suite 1215
Broadway at 4th Avenue
Louisville, KY 40202
Contact: Maxine Brown
(502) 562-0045

Native Women's Office of The Seventh Generation Fund
P.O. Box 72
Nixon, NV 89424
Contact: Debra Harry
(702) 574-0157

Nevada Women's Fund
P.O.Box 50428
Reno, NV 89513
Contact: Fritsi H. Erickson
(7020 786-2335

Women's Funding Alliance
119 South Main, Suite 330
Seattle, WA 98104
Contact: Dyan Oldenburg
(206) 467-6733

The Sojourner Foundation
Box 182 Ren Cen Station
Detroit, MI 48234
Contact: Sheila Karabees
(313) 568-3800

Women's Funding Coalition
817 Broadway, 6th Floor
New York, NY 10003
Contact: Virginia Cornue
(212) 667-1001

Women's Community Fund
3130 Mayfield Road
P.O. Box 18929
Cleveland Heights, OH 44118
Contact: Jeanne Van Atta
(216) 283-6694

Women's Source
472 Lafayette Avenue
Westwood, NJ 07675
Contact: Marge Wyngaarden
(201) 664-3072

The Women's Foundation
3543 18th Street
San Fransicso, CA 94110
Contact: Marya Grambs
(415) 431-1290

Womens Way
1501 Cherry Street
Philadelphia, PA 19102
Contact: Lynn Yeakel
(215) 988-0227

Women's Fund of Greater Washington
P.O. Box 2498
Washington, D.C. 20001
Contact: Jody Hymes
(301) 421-1621

Wonder Women Foundation
200 West 57th Street
New York, NY 10019
Contact: Koryne Horbel
(212) 397-9720

Women's Fund of WTAP
1000 Wisconsin Avenue,
Washington, D.C. 20007
Contact: Eileen Paul
(202) 342-0519

Women's Foundation of Dallas
3617 Cragmont
Dallas, TX 75205
Contact: Becky Sykes
(214) 526-1829

APPENDIX L

SMALL BUSINESS ORGANIZATIONS

Guidance, assistance and training are available through many different sources in the private sector. In this section we list the telephone and location of selected small business organizations that can be of assistance.

1. American Entrepreneurs Association, 2311 Pontius Ave., Los Angeles, CA 90064, 213-478-0437.

2. Chamber of Commerce of the U.S. 1615 H Street, N.W., Washington, DC 20062, 202-659-6000.

3. National Association of Development Companies (NADC), 1730 Rhode Island Ave., N.W., Suite 209, Washington, DC 20036, 202-785-8484.

4. National Association of Entrepreneurs (NAM), 1331 Pennsylvania Ave., N.W., Suite 1500, Washington, DC 20004, 202-637-3046.

5. National Association of Small Business Investment Companies (NASBIC), 1156 15th Street, N.W., Suite 1101, Washington, DC 20005, 202-833-8230.

6. National Association of Women Business Owners (NAWBO), 600 South Federal Street, Chicago, IL 60605, 312-346-2330.

7. National Federation of Independent Business, 150 West 20th Ave., San Mateo, CA 94403, 415-341-7441 and 600 Maryland Ave., S.W., Suite 700, Washington, DC 20024, 202-554-9000.

8. National Small Business United (NSBU)69 Hickory Dr., Waltham, MA 02154, 617-890-9070 and 1155 15th Street, N.W., Suite 710, Washington, DC 20005, 202-293-8830.

   a) The Small Business Association of New England (SBANE), 800-368-6803 and 617-890-9070.

   b) The Small Manufacturers Council (SMC), 412-391-1622.

   c) Independent Business Association of Wisconsin (IBA), 608-251-5546.

   d) Council of Smaller Enterprise (COSE), 216-621-3300.

   e) Small Business Association of Michigan (SBAM), 616-342-2400.

9. National Association of Investment Companies (NAIC), 915 15th Street, N.W., Suite 700, Washington, DC 20005, 202-347-8600.

10. National Association of Minority Contractors, 806 15th Street, N.W., Suite 340, Washington, DC 20005, 202-347-8259.

APPENDIX M

SELECTED SMALL BUSINESS-RELATED TRADE ASSOCIATIONS

1. American Electronics Association, Washington, DC, 202-663-5000.

2. American Farm Bureau Federation, Park Ridge, IL, 312-399-5700.

3. American Financial Services Association, Washington, DC, 202-289-0400.

4. American Health Care Association, Washington, DC, 202-833-2050.

5. American Hotel and Motel Association, New York, NY, 212-265-4506.

6. American Retail Federation, Washington, DC, 202-783-7971.

7. American Trucking Association, Alexandria, VA, 703-838-1800.

8. Associated Builders and Contractors, Washington, DC, 202-637-8800.

9. Electronics Industry Association, Washington, DC, 202-457-4900.

10. Food Marketing Institute, Washington, DC, 202-452-8444.

11. Independent Petroleum Association of America, Washington, DC, 202-857-4722.

12. National Association of Chain Drugstores, Alexandria, VA, 703-549-3001.

13. National Association of Convenience Stores, Alexandria, VA, 703-684-3600.

14. National Association of Truck Stop Operators, Alexandria, VA, 703-549-2100.

15. National Business Incubation Association, Carlisle, PA, 717-249-4508.

16. National Forest Products Association, Washington, DC, 202-463-2700.

17. National Restaurant Association, Washington. DC, 202-638-6100

APPENDIX N

BIA Divisions and Area Offices

Bureau of Indian Affairs
Interior Building, C Street between 18th and 19th Streets, N.W., Washington, DC 20240.

Assistant Secretary for Indian Affairs	202-343-7163
Office of Administration	202-343-4174
Office of Data Systems	202-343-1113
Office of Indian Education Programs	202-343-2175
Office of Indian Services	202-343-2111
Law Enforcement Services	202-343-5786
Division of Social Services	202-343-6434
Division of Housing Services	202-343-4876
Division of Self-Determination	202-343-4796
Division of Job Placement and Training	202-343-3668
Office of Trust Responsibilities	202-343-5831
Division of Real Estate Services	202-343-7737
Division of Forestry	202-343-6067
Division of Energy and Minerals	202-343-3722
Division of Transportation	202-343-6041
Division of Financial Assistance	202-343-5324

<u>Bureau of Indian Affairs Area Offices</u>

Eastern Area Office: Broyhill Building, 1000 North Glebe Rd., Arlington, VA 22201, 703-235-2571

Aberdeen Area Office: 115 Fourth Avenue, S.E., Aberdeen, SD 57401, 605-225-0250.

Albuquerque Area Office: 5301 Central Avenue, N.E., Albuquerque, NM 87198, 505-766-3170.

Anadarko Area Office: Box 368, Anadarko, OK 73005, 405-247-6673.

Juneau Area Office: Box 3-8000, Juneau, AK 99802, 907-586-7177.

Minneapolis Area Office: 15 South Fifth Street, Minneapolis, MN 55402, 612-349-3631.

Muskogee Area Office: Federal Building, Muskogee, OK 74401, 918-687-2295

Navajo Area Office: Window Rock, AZ 86515, 602-871-5151.

Phoenix Area Office: Box 7007, Phoenix, AZ 85011, 602-241-2305.

Portland Area Office: 1425 N.E. Irving Street, Portland, OR 97208, 503-231-6702.

Sacramento Area Office: 2800 Cottage Way, Sacramento, CA 95825, 916-978-4691.

Billings Area Office: 316 North 26 Street, Billings, MT 59101, 406-657-6315.

APPENDIX O

Senate and House Indian Affairs Committees

Senate Select Committee on Indian Affairs
838 Senate Hart Office Building
Washington, DC 20510
202-224-2251

House Committee on Interior and Insular Affairs
Office of Indian Affairs
Longworth House Office Building, Annex 1, Room 522
Washington, DC 20515
202-226-7393

APPENDIX K

Following is a state by state listing of arts and crafts shows. The list is adapted from the The Crafts Report, a newsmonthly of marketing, management and money for professional craftspeople. (700 Orange Street, P.O. Box 1992, Wilmington, DE 19899, 302-656-2209.

We recommend that each show be carefully researched before one decides to attend. Some important considerations for shows include: 1) type of crafts and art featured, 2) estimated attendance, 3) entry and booth costs, and 4) dollar sales from past shows.

Listing Format:
Show Name
Host City, State Month when show is held
Contact for more information.

Frequently, several shows are listed with one contact. When this is the case, an asterisk will appear.

ALABAMA

Indian Summer Arts and Crafts Festival,
Eufala, AL October
Contact: Chamber of Commerce
PO Box 347, Eufala, AL 36027
205-687-6664

ARIZONA

Annual Tuscon Craft Festival,
Tuscon, AZ November
Contact: Steve Powers & Co.,
The Craft Festival,
3090 Sumac Rd., Fallbrook,
CA 92928 619-745-9412

Annual Harvest Festival,
Phoenix, AZ October
Contact: Harvest Festival,
111 Liberty St., Petaluma,
CA 94952 707-778-6300

CALIFORNIA

*Pacific States Craft Fair,
San Francisco, CA August
Contact: American Craft Enterprises, PO Box 10, 256 Main St., New Paltz, NY 12561 914-255-0039

CALIFORNIA (continued)

*Summer Festival of Arts and Crafts, Huntington Beach, CA August;
*Downtown Street Festival of Arts and Crafts,
Morgan Hill, CA October;
*Oktoberfest,
San Jose, CA October
Contact: World Wide Artists, PO Box 897, Brea, CA 92622 714-990-3301

*San Diego Craft Festival;
*Sacramento Craft Festival;
*Fresno Craft Festival;
December
Contact: Steve Powers & Co., The Craft Festival,
3090 Sumac Rd., Fallbrook,
CA 92028 619-745-9412

*Pan-Pacific Exposition Art & Wine Festival, San Francisco, CA September;
*Fillmore Jazz And All That Art, San Fransisco, CA
October;
Contact:Terry Pimsleur & Co., 2155 Union St., San Fransisco, CA 94123 415-346-4446

CALIFORNIA (continued)

*Shamrock Festival, Dublin, CA August;
*Summer Fair, Monterey, CA August;
*Monterey Sea Fest, Monterey, CA September;
*Castro Valley Fall Festival, Castro Valley, CA September;
Contact: Universal Custom Promotions, 10058, Dove Oak Court, Cupertino, CA 95014 408-446-4110

Harvest Festivals:
Long Beach, September;
Riverside, September;
San Jose, September;
Anaheim, September;
San Diego, October;
San Francisco, October;
Los Angeles, November;
Pomona, December;
Contact: Harvest Festival, 111 Liberty St., Petaluma, CA 94952 707-778-6300

Old Miners Days, Big Bear, CA July & August;
Contact: Scenic Art Shows, PO Box 485, Chino, CA 91708 714-623-5977

*San Anselmo Art & Wine Festival, San Anselmo, CA July;
*Palo Alto Celebrates The Arts, Palo Alto, CA August;
Contact: Terry Pimsleur & Co., 2155 Union St., San Francisco, CA 94123 415-346-4446

*Concord Fall Fest, Concord, CA September;
*Pacific Coast Fog Fest, Pacifica, CA September;
Contact: Terry Pimsleur & Co., 2155 Union St., San Francisco, CA 94123 415-346-4446

First Sunday In The Park, Ventura, CA Aug/Sept/Oct/Nov/Dec
Contact: Bette Hartman, City of Ventura, Dept. of Parks & Recreation, PO Box 99, Ventura, CA 93002 805-654-7837

COLORADO

1987 Harvest Festival, Denver, CA October
Contact: Harvest Festival, 111 Liberty St., Petaluma, CA 94952 707-778-6300

*Art & Music Festival, Dillion, CO August;
*Mountain Community Fair, Silverton, CO July;
*Color Fest, Dillion, CO September;
Contact: Lake Dillion Arts Guild, PO Box 1047, Dillion, CO 80435 303-468-0035

CONNECTICUT

Guilford Handcrafts Holiday Exposition, Gilford, CT Nov. & Dec.
Contact: Guilford Handcrafts, Inc., PO Box 589, Guilford, CT 06437 203-453-5947

*Summer Crafts Festival, Berlin, CT August;
*Farmington Valley Crafts Expo, Harwinton, CT September;
*Christmas Crafts Expo, Hartford, CT December
Contact: Arts & Crafts Festivals, Inc., PO Box 412, Canton, CT 06019 213-693-6335

CONNECTICUT (continued)

Professional Craft Expo, Stratford, CT Oct/Nov Contact: Professional Handicraft Expositions, 209 Glengary St., Schenectady, NY 12304 518-370-4329

FLORIDA

Festival of The Arts, Miami Beach, FL February Contact: Susan Gottlieb, Festival of the Arts, PO Bin 0, Miami Beach, FL 33119 305-673-7733

Annual Fall Arts & Crafts Festival, Lutz, FL November Contact: Catherine Donovan, Citizens for the Old Lutz School, Inc., PO Box 824, Lutz, FL 33549-0824; 813-949-3135

Coconut Grove Art Festival, Coconut Grove, FL February Contact: Coconut Grove Arts Festival, Box 330757, Coconut Grove, FL 33233

Cocoa Village Autumn Art Festival, Cocoa, FL October Contact: Cocoa Village Autumn Art Festival, PO Box 1967, Cocoa, FL 32923 305-632-3839

*Fall Arts & Crafts Fiesta, Tampa, FL October;
*Christmas Arts & Crafts Fiesta, Tampa, FL December;
Contact: Ybor Square Ltd., PO Box 384, Tampa, FL 33601 813-247-4497

Longwood Arts & Crafts Festival, Longwood, FL November Contact: Central Florida Society for Historical Preservation, PO Box 500, Longwood, FL 32750 305-322-6920

*Antique/Arts & Crafts Festival, Palmetto, FL October;
*Arts & Crafts Festival, Jacksonville, FL September;
*Antique/Arts & Crafts Festival, Daytona Beach, FL December;
Contact: Pam Hatfield, Jack Hatfield Promotions, Inc. PO Box 7186, Columbia, SC 29202 803-788-7801

GEORGIA

Colquitt Country Holiday Arts & Crafts Festival, Moultrie, GA November Contact: Joshetta Willis, Rt. 8, Box 343, Moultrie, GA 31768 912-985-4806

Mossy Creek Barnyard Festivals, Perry/Warner Robins, GA October Contact: Mossy Creek Barnyard Inc., 106 Anne Dr., Warner Robins, GA 31093 912-922-8265

Christmas in the South, Augusta, GA November Contact: Carolina Shows, Inc. PO Box 853, Matthews, NC 28106 704-847-9480

ILLINOIS

Houby Arts & Crafts Fair, Berwyn, IL October Contact: Cermak Road Business Assoc., 2134 S. 61st Court, Cicero, IL 60650 312-863-8979

*Country Arts Fair, Berwyn, IL August;
*La Grange Craft Fair, La Grange, IL August;
Contact: Julie Fandorf, 2320 Sunnyside Ave., Westchester, IL 60153

INDIANA

Brown County Winter Art & Craft Fair, Nashville, IN November
Contact: Brown County Craft Guild, PO Box 179, Nashville, IN 47448 812-988-0340

IOWA

Stiers Crafts & Needlework Expositions, Iowa City, IA October & November
Contact: Stiers Crafts & Needleword, 301 Kirkwood Ave., Iowa City, IA 52240 319-351-0242

KANSAS

Pioneer Arts & Crafts Expo, Wichita, November
Contact: Pride of the Plains Productions, 8608 W. 15th, Wichita, KS 67212 316-722-7981

KENTUCKY

Country Peddler Show, Mitchell, KY July & August
Contact: American Memories, Inc., 88160 Celery Center Road, Decatur, MI 49045 616-423-8367

Oktoberfest, Covington, KY September
Contact: MainStrasse Village Assoc., 616 Main Strasse, Covington, KY 41011 606-491-0458

LOUISIANA

Fall Fest, Minden, LA November
Contact: Minden Lioness Club, PO Box 792, Minden, LA 91055 318-377-2743

Destrehan Plantation Fall Festival, Destrehan, LA November
Contact: Administrator, River Road Historical Society, PO Box 5, Destrehan, LA 70047 504-764-9315

MAINE

Fall Crafts Festival, Portland, ME October
Contact: Waterfront Festivals, PO Box 6259, Newburyport, MA 01950 617-462-1332

*Wells Craft Show & Sale, Wells, ME July;
*Seacoast Crafts Fair, York, ME August;
Contact: Seacoast Craft Fairs, Box 25, York, ME 03909 207-363-2397

MARYLAND

ACC Craft Fair Baltimore, Baltimore, MD February
Contact: American Craft Enterprises, Inc., PO Box 10, 256 Main St., New Paltz, NY 12561 914-255-0039

Holidaymart, Ellicott City, MD December
Contact: Howard County Department of Recreation & Parks, George Howard Building, 3430 Court House Drive, Ellicott City, MD 21043 301-992-2484

Skilled Hands Art & Craft Show, New Carrollton, MD October
Contact: Skilled Hands Productions, Box 883, Carlisle, PA 17013 717-486-7100

MARYLAND (continued)

Marche Enterprises Art & Craft Show, West Friendship, MD September
Contact: Marche Enterprises, PO Box 1847, Wheaton, MD 20902 301-681-7880

Timonium, MD, October
Gaithersburg, MD, November
Gaithersburg, MD, December
Contact: Sugarloaf Mountain Works, Inc., 20251 Century Blvd., Germantown, MD 20874 301-540-0900

Country Peddler Show, Frederick, MD August
Contact: American Memories, Inc., 88160 Celery Center Road, Decatur, MI 49045 616-423-8367

MASSACHUSETTS

ACC Craft Fair West Springfield, Eastern States Exposition, West Springfield, MA June
Contact: American Craft Enterprises, Inc., PO Box 10, 256 Main St., New Paltz, NY 12561 914-255-0039

*Rocky Neck Arts Festival, Gloucester, MA July;
*Gloucester Waterfront Festival, Gloucester, MA August;
*Newburyport Waterfront Festival, Newburyport, MA September;
*Salem Internation Pumpkin Festival, Salem, MA October
Contact: Waterfront Festivals, Ltd., PO Box 6159, Newburyport, MA 01950-6159 617-462-1333

*Eastham Originals Art & Craft Show, N. Eastham, Cape Cod, MA August;
*Provincetown Art & Craft Shows, Provincetown, MA July & August
Contact: Lilli Anne Green, PO Box 29, South Wellfleet, MA 02663 617-349-9767

Craftshowcase, Brookline, MA December
Contact: The Brookline Arts Center, 86 Monmouth St., Brookline, MA 02146

Londonderry Faire, Woburn, MA November
Contact: Jinx Harris Shows, 3 Harwich Court, Merrimack, NH 03054 603-424-8014

Christmas Crafts Show, Boston, MA December
Contact: Showbix, Inc., Box 137, Newburyport, MA 01950 617-462-7096

New England Craft Festivals, Boston, MA November
Contact: Artisan Promotions, Inc., 83 Mount Vernon St., Boston, MA 02108 617-742-3973

Country Peddler Show, Sturbridge, MA July
Contact: American Memories, Inc., 88160 Celery Center Road, Decatur, MI 49045 616-423-8367

NEVADA

*Great American Craft Fair, Las Vegas, NV October;
*Great American Craft Fair, Reno, NV November;
Contact: Collete Promotions, Inc., PO Box 50068, Reno, NV 89513 702-322-4544

NEVADA (continued)

Buttermilk Farms Country Folk Art Show, Manchester, NV October
Contact: Buttermilk Farms, 938 E. Irwin Place, Littleton, CO 80122 303-795-7185

NEW JERSEY

Super Craftstar Show, Meadowlands Stadium, East Rutherford, December
Contact: Creative Faires Ltd., PO Box 1688, Westhampton Beach, NY 11978 516-325-1331

NEW YORK

American Craft at the Armory, New York City, April
Contact: American Craft Enterprises, Inc., PO Box 10, 256 Main St., New Paltz, NY 12561 914-255-0039

*Autumn Crafts Festival, New York, NY September;
*Thanksgiving Weekend Crafts Festival, New York City, November;
*Holiday Crafts Festival at the Universalist Church, New York, NY November;
*Lincoln Square Area Christmas Crafts Festival, New York City, December;
Contact: American Arts & Crafts Festival, 425 Riverside Dr., Suite 15H, New York, NY 10025 212-866-2239

*New York Renaissance Festival, Tuxedo, NY Weekends in August & September;
*Harvest Crafts Festival, Uniondale, NY November;
Contact: Creative Faires Ltd., PO Box 1688, Westhampton Beach, NY 11978 516-325-1331

Crafts Park Avenue, New York City, October & November Contact: Artrider Productions Inc., 29 Birch Lane, Woodstock, NY 12498 914-679-7277

Buttermilk Farms Country Folk Art Show, Schenectady, NY October
Contact: Buttermilk Farms, 938 E. Irwin Place, Littleton, CO 80122 303-795-7185

*Caramoor Fine Art & Crafts Fair, Katonah, NY August;
*Dutchess County Fine Art & Crafts Fair, Poughkeepsie, NY October;
*Fine Arts & Crafts Fair of New Rochelle, New Rochelle, NY October;
Contact: Cord Shows Ltd., 385 Weaver St., Larchmont, NY 10538 914-834-9233

*United Craft Enterprises: Bucks County, PA,September; Flemington, NJ, October; Rochester, NY, October; Philadelphia//Valley Forge, PA November; Harrisburg, PA, November; Syracuse, NY, December;
Contact: United Craft Enterprises, Ltd., Box 326, Masonville, NY 13804 607-265-3230

Croton Craft Fair, Croton-on-Hudson, NY September
Contact: Monya Brown, 33 Lexington Dr., Croton-on-Hudson, NY 10520 914-271-5302

NORTH CAROLINA

Campus Y Crafts Fair, Chapel Hill, NC November Contact: K. Blakely, University of North Carolina at Chapel Hill, 102 YMCA Building, 151A, Chapel Hill, NC 27514 919-962-2333

The Charlotte Winter Craft & Art Show, Charlotte, NC December
Contact: Rolfe's Gallery, 102 Southfield Road, Winona Lake, IN 46590 219-267-2077

The National Arts & Crafts Extravaganza, Raleigh, NC August
Contact: The National Arts & Crafts Extravaganza, PO Box 15424, Richmond, VA 23227 804-225-8877

The Carolina Craftsmen's Labor Day Classic, Winston-Salem, NC September
Contact: The Carolina Craftsmen, PO Box 13224, Greensboro, NC 27415-3225 919-288-1933

Centerfest, Durham, NC September
Contact: Beverly Meek, Durham Arts Council, 120 Morris Street, Durham, NC 27701 919-489-8931

Christmas in the South, Augusta, NC November
Contact: Carolina Shows, Inc., PO Box 853, Matthews, NC 28106 704-847-9480

High Country Christmas Art & Craft Show, Ashville, NC November Contact: High Country Crafters, Inc., 29 Haywood St., Ashville, NC 28801 704-254-0070

Mountain Hillbilly Crafts, Scaly Mountain, NC October
Contact: High Country Crafters, Inc., 29 Haywood St., Ashville, NC 28801 704-254-0700

Carolina Christmas Craft Show, Charlotte, NC October
Contact: Carolina Shows Inc., PO Box 853, Matthews, NC 28106 704-847-9480

Indian Summer Art & Craft Show, Ashville, NC October
Contact: High Country Crafters, Inc., 29 Haywood St., Ashville, NC 28801 704-254-0070

The Carolina Craftsmen's Christmas Classic, Greensboro, NC November
Contact: The Carolina Craftsmen, PO Box 13224, Greensboro, NC 27415-3224 919-288-1933

Coastal Invitational Showcase, Morehead City, NC July & November
Contact: Coastal Invitational Showcase, Arts & Crafts, PO Box 5, Gloucester, NC 28528

OHIO

Cleveland's Christmas Connection, Cleveland, OH November
Contact: Cleveland's Christmas Connection, Inc., PO Box 45395, Westlake, OH 44145 216-835-8797

Christmas Down on the Farm Arts & Craft Show, Aurora, OH November
Contact: Aurora Farms, 549 S. Chillicothe Rd., Aurora, OH 44202 216-562-2000

OHIO (continued)

Hara Arena National Holiday Gift Show, Dayton, OH November
Contact: Hara Arena, 1937 Willens Drive, Dayton, OH 45432 513-429-1823

Ohio Christmas & Gift Show, Columbus, OH November
Contact: Mahoney & Mahoney Inc., 2234 MacDade Blvd, Holmes, PA 19043 215-237-1400

OREGON

Harvest Festival, Portland, November
Contact: Harvest Festival, 111 Liberty St., Petaluma, CA 94952 707-778-6300

PENNSYLVANIA

The Lehigh Valley Art & Craft Show, Allentown, PA December
Contact: Mike Rockmaker, 1124 Tilghman St., Allentown, PA 18102 215-434-0199

Penn's Colony Festival, Prospect, PA September & October
Contact: Raymond D. rush, 1635 El Paso Street, Pittsburgh, PA 15206 412-441-9178

Skilled Hands Art & Craft Show, Carlisle, PA November
Contact: Skilled Hands Productions, Box 883, Carlisle, PA 17013 717-486-7100

Pennsylvania Christmas & Gift Show, Harrisburg, PA December
Contact: Mahoney & Mahoney, Inc., 2334 MacDade Blvd., Holmes, PA 19043 215-237-1400

Hickorytown Market, Plymouth Meeting, PA weekends year round
Contact: Fred Powell, 1150 Plymouth Mtg. Mall, Plymouth Meeting, PA 19462 215-825-9351

Made by Hand in the Delaware Valley-An Artisan Fair, Philadelphia, PA October
Contact: Old Pine Community Center, 401 Lombard Street, Philadelphia, PA 215-627-2493

Country Crossroads Show & Sale, York, PA October
Contact: Country Crossroads Show & Sale, PO Box 236, Carlisle, PA 17013 717-243-7890

Skippack Days Arts & Crafts Fair, Skippack, PA October
Contact: Skippack Village Merchant's Assoc., PO Box 953, Attn. Jurying Committee, Skippack, PA 19474 315-584-1438

Luzerne County Folk Festival, Kingston, PA October
Contact: Cultural Heritage Council of NE PA, Box 36, RD #4, Pittston, PA 16840 717-654-6194

PENNSYLVANIA (continued)

*State Craft Fair, Lancaster, PA July & August;
*State Craft Festival, Tyler State Park, PA September;
*Pennsylvania Christmas Craft Market, York, PA November;
Contact: Pennsylvania Designer-Craftsmen, PO Box 718, Richboro, PA 18954 215-860-0731

Fall Foliage Festival, Bedford, PA October
Contact: Fall Foliage Festival, PO Box 234, Bedford, PA 15522 814-623-9173

Mt. Gretna by the Lake, Mt. Gretna, PA May;
Contact: Mt. Gretna Shows, PO Box 1173, Lebanon, PA 1704 717-964-2273

Buttermilk Farms Country Folk Art Shows, King of Prussia, PA June & October
Contact: Buttermilk Farms, 938 E. Irwin Pl., Littleton, CO 80122 303-795-7185

*All-American Teddy Bear's Picnic, Lahaska, PA July;
*Apple Festival, Lahaska, PA November;
Contact: Peddler's Village, PO Box 218, Lahaska, PA 18931 215-794-5306

SOUTH CAROLINA

Drayton Hall Craft Fair, Charleston, SC October
Contact: South Carolina Crafts Assoc., PO Box 178, Sullivan's Island, SC 29482 803-883-3590

The Charleston Harbour Craft & Art Show, Charleston, SC October
Contact: Rolfe's Gallery, 102 Southfield Road, Winona Lake, IN 46590 219-267-2077

Art & Craft A'Fair, Columbia, October
Contact: South Carolina State Fair, PO Box 393, Columbia, SC 29202 803-799-3387

The Dickens Christmas Show & Festivals, Myrtle Beach, SC November
Contact: Leisure Time Unlimited, Inc., PO Box 332, Myrtle Beach, SC 29578 803-448-9483

*The Carolina Craftsmen's Summer Classic, Myrtle Beach, August;
*The Carolina Craftsmen's Christmas Classic, Columbia, SC November;
Contact: The Carolina Craftsmen, PO Box 13224, Greensboro, NC 27415-3224 919-288-1933

TENNESSEE

Gatlinburg Craftsmen's Fair, Gatlinburg, TN September & October
Contact: Gatlinburg Craftsmen's Fair, PO Box 1187, Gatlinburg, TN 37738 615-436-7479

Festival '87, Paris, September
Contact: Tri-County Arts & Crafts Guild, PO Box 3004, Paris, TN 38242 901-642-5297

TENNESSE (continued)

Tennessee Fall Crafts Fair, Nashville, TN October & November
Contact: Tennessee Fall Crafts Fair, PO Box 120933, Nashville, TN 37215 615-383-2502

Christmas Craft Faire, Pigeon Forge, TN Sept, Oct, Nov & Dec
Contact: Grand Convention Center, 916 Sharon Dr., Pigeon Forge, TN 37863 615-428-0101

Grand Fall Craftsmen Faire, Pigeon Forge, TN September & October
Contact: Grand Convention Center, 916 Sharon Drive, Pigeon Forge, TN 37863 615-428-0101

TEXAS

Back to Grandma's Attic Arts & Crafts Show, Richardson, TX March Contact: The Classic Crafters, 1624 Lakeside, Plano, TX 75023 214-596-3320

***Santa's Bazaar, Austin, TX November;**
***Christmas Shopper's Show, Austin, TX November;**
***Last Chance Christmas Show, Austin, TX December;**
Contact: Last Chance Productions, 2205 Matterhorn, Austin, TX 78704

***Harvest Festivals Houston, Houston, TX November;**
***Harvest Festivals Fort Worth, Fort Worth, TX November;**
Contact: Harvest Festivals, 111 Liberty St., Petaluma, CA 94952 707-778-6300

Sinton Old Fiddlers Festival, Sinton, TX October
Contact: Sinton Old Fiddlers Festival, Inc., PO Box 217, Sinton, TX 78387 512-364-2307

Christmas Festival Arts & Crafts Show, Houston, TX December
Contact: Ghetzler Productions, 18570 Maritnique Dr., Houston, TX 77058 713-333-4029

Annie's Pecan Festival, Big Sandy, TX November
Contact: Annie's Attic, PO Box 928, Big Sandy, TX 75755 214-636-4303

Biggest Little Shows Ever, Austin, TX September & October; Ft. Worth, August
Contact: Biggest Little Shows Ever, PO Box 831670, Richardson, TX 75083 214-644-2669

UTAH

Harvest Festival Salt Lake City, Salt Lake City, UT September
Contact: Harvest Festival, 111 Liberty St., Petaluma, CA 94952 707-778-6300

VERMONT

Mad River Valley Craft Fair, Waitsfield Green, Waitsfield, VT September
Contact: MRV Crafts, PO Box 21, Waitsfield, VT 05673 802-496-3639

VERMONT (comtinued)

*Art in the Park Summer Festival, Rutland, VT August;
*Art in the Park Fall Foliage Festival, Rutland, VT October;
Contact: Rutland Area Art Association, Inc., PO Box 6103, Rutland, VT 05701 802-775-0356

Country Peddler Show, Stratton, VT October
Contact: American Memories, Inc., 88160 Celery Center Rd., Decatur, MI 49045 616-423-8367

Hand Crafted Christmas, Woodstock, VT November
Contact: Pentangle Council on the Arts, Box 172, Woodstock, VT 05091 802-457-3981

Fall Foliage Festival, Rutland, VT October Contact: Rutland Area Arts Assoc., Inc., PO Box 6103, Rutland, VT 05701 802-773-3075

VIRGINIA

Mid-Atlantic Arts & Crafts Expo, Richmond, VA September
Contact: Artist & Craftsmen's Exchange, PO Box 7371, Virginia Beach, VA 23458 804-422-9500

The National Arts & Crafts Extravaganza, Richmond, VA September
Contact: The National Arts & Crafts Extravaganza, PO Box 15424, Richmond, VA 23227 804-225-8877

High Country Christmas Art & Craft Show, Norfolk, VA December
Contact: High Country Crafters, Inc., 29 Haywood St., Ashville, NC 28801 704-254-0070

American Country Market, Virginia Beach, VA September
Contact: Sharon Pierce, 740 Rochelle Arch, Virginia Beach, VA 23464 804-495-1817

Skilled Hands Art & Craft Show, McLean, VA November
Contact: Hands Productions, Box 883, Carlisle, PA 17013 717-486-7100

Bizarre Bazaar, Richmond, VA December
Contact: Bizarre Bazaar, 321 Greenway Lane, Richmond, VA 23226 804-285-0550

Arts & Craft Festival, Blackstone, VA September
Contact: Blackstone Chamber of Commerce, PO Box 295, Blackstone, VA 23824 814-645-8130

Winter Crafts Show, Fairfax, VA December
Contact: John Spaldo, George Mason University Student Union 1, 4400 University Dr., Attn: Crafts, Fairfax, VA 22030 703-323-2275

Apple Harvest Arts & Crafts Festival, Winchester, VA September
Contact: Winchester Rotary Club, PO Box 95, Winchester, VA 22601 703-662-1505

VIRGINIA (continued)

Petersburg Nostalgiafest, Petersburg, VA October
Contact: Petersburg Chamber of Commerce, PO Box 928, Petersburg, VA 23804 804-733-8131

The Virginia-Carolina Craftsmen's Christmas Classic, Richmond, VA November
Contact: The Carolina Craftsmen, PO Box 13224, Greensboro, NC 27415-3224 919-288-1933

WASHINGTON

Spokane's Annual Christmas Arts & Crafts Sale, Spokane, WA November
Contact: Jim Custer Enterprises, Inc., PO Box 14987, Spokane, WA 99214 509-924-0588

Harvest Festival Seattle, Seattle, WA November
Contact: Harvest Festival, 111 Liberty St., Petaluma, CA 94952 707-778-6300

WEST VIRGINIA

Oglebayfest, Quadrangle Art & Craft Festival, Wheeling, WVA October
Contact: Oglebay Institute, 1330 National Road, Wheeling, WV 26003 304-242-7700

West Virginia Black Walnut Festival, Spencer, WVA October
Contact: West Virginia Black Walnut Festival, PO Box 27, Spencer, WV 25276 304-927-3708

Tri-State Art & Craft Show, WVA Huntington, December
Contact: William Lanyl, 4102-A McCorkle Ave. SE, Charleston, WV 25304 304-925-1150

WISCONSIN

A Grand Holiday Affair Mecca, Milwaukee, WI December
Contact: Country House Promotions, 521 Rawlins Drive, Waukesha, WI 53188 414-549-0625

*Waukesha Women's Sampler, Waukesha, WI September;
*Calico Christmas Show, Waukesha, WI October & November;
*Autumn Festival of Arts & Crafts, Green Bay, WI October;
Contact: Era Arts & Craft Shows, PO Box 1896, Waukesha, WI 53187

Annual Art & Craft Show, Middleton, WI August
Contact: Middleton Jaycees, PO Box 154, Middleton, WI 53562 608-831-4602

*Wisconsin Festivals: Milwaukee Craft Fair USA, July, Sept. & Oct;
*Holiday Craft & Gift Show, November;
Contact: Wisconsin Festivals, 3233 South Villa Circle, West Allis, WI 53227 414-321-4566

Craft & Folk Art Fair, Madison, WI October & December
Contact: Forum Markets, Box 1361, Madison, WI 53701 608-837-5392

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